

STATE OF MONTANA GOVERNOR'S EXCELLENCE IN EXPORTING AWARDS

Nomination Form

- ☐ **Exporter of the Year** *Recognition of a Montana firm(s) and/or individual(s) which have made a significant contribution to the state and national economy by export sale of Montana products or services.*
- ☐ **Export Marketing Program Award** *Recognition of Montana firm for excellence and effectiveness of individual marketing programs conducted in an effort to develop or increase export sales of Montana products or services.*
- ☐ **Firm with 1 to 100 employees**
- ☐ **Firm with over 100 employees**
- ☐ **Certificate of Appreciation** *Recognition of achievement in making a significant initial export sale of a Montana product or service or a first time penetration of a closed or new international market.*
- ☐ **Export Advocate** *Recognition of outstanding achievements in assisting in the export of Montana products or services.*

Nominee Information

1. Name of Organization: _____
Street Address: _____
City, State, Zip Code: _____
Telephone Number: _____ Fax Number: _____
Name of President/Manager: _____
2. Type of Organization: _____
3. Subsidiary or Division of: _____
(If applicable, please explain under "Justification for Award" why subsidiary/division should receive the award rather than the parent organization.)
4. Total Number of Employees: _____
Number of Employees whose position directly attributes to exporting: _____
Total Membership (applicable to trade associations, chambers of commerce, trade clubs, etc.) _____

Major Products Exported: _____

Export Statistics:

Give international sales figures for each of the past four years, including the latest quarterly data (if applicable). Include shipments to Canada and Mexico (however, please exclude sales to Puerto Rico, Virgin islands, Alaska and Hawaii). If this information is required to be kept as confidential, please check the box below. Except to the extent required by law, no information or data for which the applicant/nominee has requested CONFIDENTIAL treatment will be disclosed to persons not involved in processing this application without the applicant's prior written consent.

☐ **Confidential**

YEAR	TOTAL SALES	EXPORT SALES	% OF EXPORT SALES TO TOTAL SALES	INCOME FROM LICENSING AGREEMENTS
2001				
2000				
1999				
1998				
1997				

Key Exporting Problems

Check Key exporting problems encountered (discuss how you overcame these problems in "Justification" section that follows).

☐ Obtaining foreign distribution
☐ Packaging
☐ Credit terms
☐ Tariff barriers
☐ Non-tariff barriers
☐ Import quotas
☐ Foreign production
☐ Selecting export channels of distribution
☐ Spare parts and/or servicing
☐ Adverse competitive conditions

☐ Specifications
☐ Delivery
☐ Pricing
☐ Dealer relations
☐ Corporate organization
☐ Product design
☐ Market research
☐ Foreign language requirements
☐ Others (specify)

Justification for Award

(Note: use data that verifies this company as an important Montana exporter and submit narrative on separate attached sheet.)

(Note: use organization letterhead for continuation sheets.)

Certification by Nominee

I hereby certify that this application accurately represents the facts to the best of my knowledge.

Signature of Responsible Official

Signature of Corporate Secretary or Other Responsible Official (if applicable)

Persons Recommending Award

Name (Please print or type): _____

Street Address: _____

City, State, Zip Code: _____

Telephone Number: _____

Fax Number: _____

Signature

Date

PLEASE RETURN BY April 1, 2002, TO:

**Randall Larimer
Montana District Export Council
P.O. Box 1083
Bozeman, MT 59771-1083**